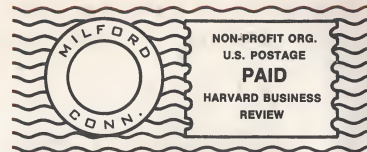


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Jan 78



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How to Function in the Area of Human Relations

Making Human Relations Work

by Elizabeth and
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This article is based on some 25,000 interviews with executives and workers. Analyzes (1) conflicts in values which impair worker productivity, (2) management attitudes as causes of worker dissatisfaction, and (3) remedial courses of action.

One More Time:

How Do You Motivate Employees?

by Frederick Herzberg.

Employee motivation is not a one-time proposition, but a continuous management function and must be brought about by job enrichment whenever possible.

Make Conflict Work For You

by Joe Kelly.

Conflict is inevitable and necessary to organizational life, but if it is skillfully managed can contribute significantly to a company's effectiveness.

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The Harvard Business Review is a bimonthly publication of the Harvard University Graduate School of Business Administration.

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How to Establish Leadership

Clear Communications for Chief Executives

by Robert N. McMurry.

Presidents often fly blind because of faulty, incomplete or slanted information, says this consultant, who offers an escape from this predicament.

Who Are Your Motivated Workers?

by M. Scott Myers.

A six-year study of employee motivation at Texas Instruments Incorporated reveals the positive values of a challenging job and the not-so-positive values of work rules, titles, pay and fringe benefits.

Conditions for Manager Motivation

by M. Scott Myers.

As the non-manager depends on his boss for motivation, so does the manager depend on his boss for conditions of motivation which have meaning at *his* level. Specific findings from an intensive life study.

How to Communicate

The Power to See Ourselves

by Paul J. Brouwer.

The self concept is critical in manager development—in being a growing person and eventually realizing the fulfillment of one's executive potential.



Positive Program for Performance Appraisal

by Alva F. Kindall and James Gatza.

Practical objectives of an appraisal program aimed toward the goal of developing greater self-direction, self-control and intellectual potentialities of employees using five steps to effective appraisal of executive skills.

Pygmalion in Management

by J. Sterling Livingston

The influence one person's expectations has on another's behavior has long been recognized by the behavioral scientists, but until now the importance of managerial expectations for individual and group performance has not been widely understood.

How to Improve Employee Morale

Discipline Without Punishment

by John Huberman.

Tested in action is this new approach to maintaining good workmanship, high productivity and plant discipline that builds on employee self-regard instead of fear of harsh punishment.

Motivating People Through Their Work

by William J. Roche and Neil L. MacKinnon.

There is a new management style emerging. The authors describe how it actually works for one company. Compares the traditional with the new method of worker motivation.

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January 10, 1978

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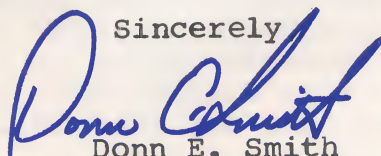
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